

# The Medical Professional's Guide to Successfully Navigating the Home-Buying Process



**STEVE WICKLAND**  
THE PHYSICIANS' REAL ESTATE CONCIERGE

Hello! And **WELCOME** to the Ann Arbor area. I know you're going to love living and working here in our **amazing community**.

My name is Steve Wickland, President of The Physicians' Real Estate Concierge, the only Full-Service Real Estate Practice serving the Ann Arbor, Northville, Royal Oak, Plymouth, Birmingham and Bloomfield communities. Since 2004, I have been representing the busy Medical Professional client with their home-buying and selling needs and have enjoyed every minute of it.

## ABOUT THIS GUIDE

Purchasing a home is one of the largest financial decisions of your life. Inspired by decades of experience, I created this guide to help you better navigate this major life event with ease and understanding. Inside you'll find the info you need to achieve a successful and enjoyable home-purchase and relocation experience.

**Section One** deals with the selection of your Real Estate Professional. Selecting your Realtor is probably the most crucial decision you will make regarding your home purchase and relocation. Having the right professional on your team can make the complicated and stressful home-buying and relocation process stress-free and seamless. Alternatively, the wrong agent can turn this experience into a costly one -- emotionally and financially.

**Section Two** goes over The 8 Steps involved in the home-purchase process, explaining everything from finding the best mortgage to what happens at the closing table.

## KNOWLEDGE IS POWER.

With the right knowledge and the right real estate professional working for you, your home purchase and relocation experience will be an enjoyable one -- and lucrative as well.



## Section One

### SELECTING YOUR REALTOR



Selecting a Real Estate Professional to represent you in the process of finding your new home or the marketing of your current home may be one of the most important financial decisions of your life. This selection process is just as important as selecting any other professional, such as your Wealth Manager, Business Attorney, Trust Attorney, Financial Advisor, Insurance Broker, or CPA.

The Real Estate Professional you select should be 100 % dedicated to helping you achieve your goals, while always keeping your best interests in mind. The agent you choose will be directly involved in advising and counseling you, with regards to a large portion of your personal wealth.

First of all this agent must have your confidence and trust, creating a fiduciary relationship. However, you should have specific criteria for choosing your Real Estate Professional. I suggest that you evaluate this candidate in all of the following categories:

- Energy level and attitude
- Negotiation skill set
- Integrity - honesty and sincerity
- Home enhancement expertise
- Pricing strategy for current market conditions
- Strength of marketing plan
- Knowledge and Experience in the local market
- Compatibility - you should enjoy working with your agent!
- Willingness to cover all marketing/home-search expenses
- Commitment - willingness to work long, hard and smart for you with a whatever-it-takes mindset
- Customized home-search or home-sale plan to fit your individual needs
- Company/Broker affiliation
- Availability when YOU need them

I'm different. (In the best way!)

How I differentiate myself from the competition is the fact that my practice is laser-focused on serving the Medical Professional Clientele. Unlike most in my profession who try to be everything to everyone, I specialize in serving primarily the Medical Professional customer. I've geared my resources, efforts and skills toward one goal: to be the Realtor® of Choice for the local medical community. Thanks to these efforts and years of specialized experience, my practice is quickly becoming the #1 brand in the Ann Arbor/Metro Detroit area when it comes to representing the relocating medical professional.

## A TRUE REAL ESTATE CONCIERGE EXPERIENCE

The one-stop shop for  all your real estate needs

When you're ready to make your move, I will be ready to assist you and your family. I'm well familiar with the often chaotic schedule of the Medical Professional. To accommodate this, I typically put in 70 - 80 hours per week myself to ensure that I am available for you.

## One-on-One Personal Service

See the following benefits that are exclusive to my clients

Unlike other Top Producing Realtors in the area who are focused on being the Number One Agent in their market-place and working with as many customers as possible, I purposely limit my number of clients. I do this so that I can provide the highest level of customer service and support possible. I believe in Quality of Service Provided not Quantity of Sales Closed.

### Relocation Services for my clients who are moving Out-of-State

If you're relocating outside of the Ann Arbor/Metro Detroit area, I can refer you to a fantastic Realtor® in your desired community. I'm connected to a wide network of the best Realtors® in the business, personally vetted to make sure relocation to your new destination is smooth, seamless and stress-free.

### Special 'Physicians Only' Lender Resources

I can connect you with lenders that offer Special Physician Financing options. You can rest assured that you will be presented with the most attractive financing options available. Some of these programs offer 100% Financing, which means your out-of-pocket costs are dramatically reduced.

### Access to my stellar 'Client Care Team'

As a client of mine, you will have access to my team of personally vetted service providers for any need that may arise for your sale or purchase. You'll have access to the best contractors, interior designers, veterinarians, pet-sitters, architects, tutors, auto mechanics, caterers and many more. If you have a need, we have the right person to address it. I NEVER accept fees from the client or vendor. This is strictly a complimentary service for the convenience of my clients.

### **+ Certified Negotiation Expert**

I am a Certified Negotiation Expert. Less than 1% of Realtors have this specialized training, giving me the extra edge to negotiate with precision and comprehension to achieve the best terms and conditions for you. This skill alone could easily save you thousands of dollars on your purchase or sale.

### **+ 30+ Year Ann Arbor/Metro Detroit Resident**

Having lived, worked and raised a family in the Ann Arbor/Metro Detroit area for the past 30 years, rest assured that you'll be working with someone who knows the best neighborhoods, highest-ranked schools, safest areas, commute times and accessibility, best parks, best restaurants, best place to board your horses, etc. I'll work to match your priorities and interests with the best possible location for you and your family.

### **+ New Construction Experience**

I am a Licensed Residential Builder, with years of experience in the remodeling and custom home building profession. I also have years of experience with the marketing of new homes for builders and developers. Even though I am no longer active in the building side of the new construction industry, my years of past experience and available resources will benefit you greatly should you decide to buy or build a new home.

### **+ Performance Guarantees**

These days almost every product and service under the sun comes with a guarantee -- except when it comes to the services of a Realtor. Unlike all others, I understand the gravity of your choice in selecting my services and am committed to providing an experience founded on trust and peace of mind.

With that being said, I offer my clients several **Performance Guarantees** that demonstrate this commitment to giving you the least stressful, most enjoyable experience possible when buying or selling your home.

**+ Your home transaction helps worthy causes. +**

Your practice as a Medical Professional has a positive impact in whatever community you choose to call home. In true appreciation and support of your daily contributions to the health and betterment of our society, a portion of my commission from your home sale or purchase will be donated to one of many remarkable local organizations currently making a positive difference in the Ann Arbor/Metro Detroit area. See me for a list of current programs, or specify an organization of your choice. Donations are made in the name of the client or kept anonymous if preferred. Isn't making a difference during our time here on earth really what it's all about?



## Section Two

### 8 STEPS TO BUYING A HOME

#### 1 Obtain Pre-Approval

Several Lenders offer Physicians Loans, designed specifically for Doctors with very favorable terms: 100% Financing, No Down Payment requirements (some restrictions) and very competitive interest rates.

- Doctors Loan Lender Contact: Sandi Frith: 586.749.8355
- Conventional Financing: Dave Bahr/Flagstar Bank: 734.368.7503

For a Pre-Approval, you will be asked to provide a list of your personal financial documents. You will also be provided by either Lender, a Good Faith Estimate (GFE). This GFE is an estimated amount of closing costs and monthly payments.

#### 2 View Homes/Condos

Once Pre-Approved for financing, we are ready to begin the home search process by viewing homes/condos. We will review disclosures required by the State of Michigan and the Keller Williams Buyer Agency documents. Keep in mind that commission is paid by the sellers, even though I represent you in the purchase. As your Buyer's Agent, I will share market data with you so you can make a well-informed and educated decision.

#### 3 Write a Sales Contract

Once you choose a home/condo, I will write an Offer to Purchase. Along with the offer, you will be required to write a check for the Earnest Money Deposit (EMD) to show commitment. The EMD is deposited in an Escrow Account and at the time of closing this deposit is applied to your closing costs. Depending on the amount of the purchase price, this EMD will be approximately 1% to 2% of purchase price.

You also have the option to have an Attorney review the Sales Contract and other related documents. I can provide you with names of several local real estate attorneys, as well as Home Inspectors, Title Companies, etc.

#### + Financing Process

Once the contract is accepted, it is important to order the appraisal in a timely manner to meet the dates specified in the contract (financing contingency and closing day). You will need to pay the Lender for the appraisal and application fee within 5 business days after the sales contract has been accepted by both parties.

#### + Contingencies

There will be several terms upon which your accepted contract is contingent. Common contingencies are Financing, contractors' inspection, radon testing, pest inspection, attorney approval of contract language, review of condominium documents/by-laws and title commitment. Normally you will have 7 days from the date the contract has been bottom-lined to address these items. You pay for the inspections at the time they are done. The prices vary depending on the property and who the inspector is. For example and 1400SF condo would be \$250. While a 4000SF home may be twice that amount. Verify with your inspector.



#### **4 Select Insurance Company**

You will need to choose an insurance company. The Lender will require a prepaid one year homeowner's fire and hazard policy prior to closing. It needs to be effective on the day of closing. The best rates are typically obtained when the same agency insures both your car and home.

#### **5 Transfer Utilities Account into your name**

All utilities must be transferred to your name effective on the date of closing. This is very important as you don't want to have gas/electric services cancelled by sellers. Please call all utility companies a week prior to closing. I will provide you with contact info for these companies.

#### **6 Final Walkthrough of your soon-to-be-home**

You and I will walk through the day before or morning of the closing, to check that the home is in the same condition as it was previously.

#### **7 Closing**

Closings are held at the Title Company and take 45-60 minutes. Locations and times will be confirmed. You will sign the Mortgage Docs and receive the key if you are taking possession at closing. If you choose to have your attorney review closing docs –please let me know so I can provide them with the documents prior to the closing.

#### **+ You will need to bring:**

1. Funds to close. Lender will give you the exact amount-usually 24-48 before closing. It should be very close to what was provided to you at the beginning the loan process by the Lender. The Title Company will instruct how they will need the funds (Certified Check, Wire Transfer, etc.)
2. Your Driver's License
3. Your Insurance Policy receipt - if not already sent to Lender
4. Your checkbook - Just in case of any errors with the final numbers

#### **8 Congrats! You did it!**

Home  
**Sweet**  
Home.





Ready to take the first step?

If so, I would be honored to advise and assist you with your real estate/relocation needs. I take the role of my clients **Trusted Advisor** very seriously. **My number one goal is that you are 100% satisfied with your real estate transaction and experience.** I truly believe I am the best at what I do. But don't take my word for it. Please **Scan the Testimonial QR Code below** to read reviews and comments from some of my wonderful past customers-many of whom are now friends.

I look forward to meeting and working with you in the near future.

*Steve P Wickland*

#### ABOUT THE AUTHOR

Steve Wickland is one of Ann Arbor/ Metro Detroit Top Real Estate Agents. Having lived, worked and raised a family in the area for the past 30 years, no other agent is more knowledgeable at finding the best community/neighborhood for his clients, or helping sellers get top dollar for their home than Steve. Steve is also a Licensed Residential Builder, with more than 30 years' experience in the home construction/remodeling industry.



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For more info & resources on your upcoming relocation, scan QR codes below or visit us at:

**[www.doctorsrealestateconcierge.com](http://www.doctorsrealestateconcierge.com)**



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